

Influence without Authority

There are three types of power in business. **Position Power** is afforded through the hierarchy of the organization. Basically, those with “position” have power and influence over others. **Professional Power** is the type of influence that we assign to those who may not be “the boss,” but who have power because of a certain level of expertise or experience they have on a particular topic. The third type of power is **Personal Power** – and we all have the ability to tap our personal power...if we have the right tools.

This program provides the tools needed to influence for those without positional or professional power. Participants will understand the three components of influence: Push, Pull, and Move-Away, and the effects of each style.

PROGRAM OBJECTIVES:

- Develop the ability to positively influence others in a team situation and one on one
- Determine dominate and secondary style of influence
- Understand the pros and cons of each influence skill
- Practice using influence skills in real life situations

PROGRAM LENGTH:

Half day

TARGET AUDIENCE:

While influencing skills are necessary at all levels of the organization, this program focuses on less experienced, lower-level individual contributors in the organization – especially those who do not have position power.